

CLASSIFICATION

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1. When the Ministry for Heavy Industry was established, the Sales Department for Chemistry was removed from the production area for chemistry and placed as a Central Sales Department under State Secretary Goschuetz. The Sales Department for Chemistry has the following organizations under its jurisdiction:

DHZ Chemie
 DHZ Gummi, Asbest- und Kunststoffe
 DHZ Kraftstoffe und Mineraloile
 VEB Kraftstoff-Vertrieb
 DEZ Salz (this DHZ is to be established in accordance with a decree of the Council of Ministers and is to be made up of the former ZNL (Central Branch Office) (Zentrale Niederlassung) Salz, Flüss- und Schwerspat)
 DHZ Haushaltchemie (this DHZ is to be incorporated into the Ministry for Trade and Supply; preparations for this change are underway)

2. The Sales Department for Chemistry has the following responsibilities: direction of the DHZ's in all questions concerning commodity circulation; control of the execution of orders given to the DHZ's; coordination of the distribution plans with production plans; distribution of production; control of direct commerce; elimination of all difficulties which may arise; and conclusion of global agreements for more important commodities with the pertinent allocators. In addition to these duties, the Sales Department is responsible for plan coordination, reporting, and statistics; that is to say, the compilation of production and distribution plans. It further conducts liaison with the State Planning Commission and with the State Committee for Material Procurement and is responsible for overall reporting and the preparation of analyses and statistical data. It is the duty of the Sales Department to support and guide the DHZ's in establishing factory plans (except for finances) and in carrying out plan controls. Also included in the duties of the Sales Department are the following: responsibility for export programs and special programs;

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guaranteeing export obligations and government orders; cooperation in drawing up export and import plans; and liaison with foreign trade organs. The Sales Department is also responsible for concluding supplementary export contracts, for creating the proper conditions for fairs, expositions, and advertising campaigns, for conducting fairs and exhibitions, and for concluding rental agreements for collectives and all individual components (Kollektiv- und Saemtliche Einzelstaende).

3. The following is the structural plan of the Sales Department:

Director -	Heinz Fliegner
Sales Planning for Heavy Chemistry -	1 <u>Hauptreferent</u> 5 employees (Mitarbeiter)
Sales Planning for General Chemistry -	1 <u>Hauptreferent</u> 6 employees
Sales Planning for Rubber, Asbestos and Synthetic Products -	1 <u>Hauptreferent</u> 3 employees
Sales Planning for Liquid Fuels -	1 <u>Hauptreferent</u> 4 employees
Plan Coordination and Reporting -	1 <u>Hauptreferent</u> 2 employees
Main Office (Hauptreferat) for Basic Questions -	1 employee (Salary E 10)
Main Office for Export Programs and Special Programs -	1 <u>Hauptreferent</u> 5 employees
Office (Referat) for Fairs, Expositions and Advertising -	1 <u>Oberreferent</u>
Potash and Nonmetallic Ore Mining (at present in Erfurt) -	1 department head 14 employees

4. The following are statistics on the Table of Organization of the Sales Department:

Job Title	Rate of Pay	No. on the plan TO	Actual No. Employed
Department Chief	E 5	1	1
Department Chief	E 10	2	1
"Hauptreferentin"	I	7	6
"Oberreferentin"	I	10	9
"Referentin"	I	15	8
"Hauptsachbearbeiter"	III	5	5
"Sachbearbeiter"	V	2	7
Secretary	V	1	1
Secretary	VI	1	1
Stenographer	VII	6	6
TOTAL		50	45

5. The Sales Department is financed by the state budget.

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1. Comment. Multiple goods trade agreement.